

ONCE MORE THE TIME IS HERE!

Eleventh Annual Xmas Special Sale

The Cable Company.

The Name Is Sufficient Guarantee.

\$150,000

Stock of Pianos,
Organs and Musical
Instruments Must
be Sold by Dec.
24th.

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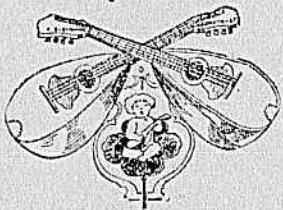
THE CABLE COMPANY
(The name is sufficient guarantee.)

The Famous Cable
Line of Pianos:

MASON & HAMLIN,
CONOVER,
CABLE,
KINGSBURY,
WELLINGTON,
DEKOVEN

PIANOS

Small Instrument
Department.



Guitars, Mandolins,
Violins, Banjos,
Autoharps, Accordeons,
Zithers, Band Instruments
THE BEST AND LOWEST
PRICES!

We carry a full line of
WASHBURN'S.

MAKE YOUR SELECTION NOW.
It will be held for you and delivered as
a Christmas surprise.

NOTE THE INDUCEMENTS TO PURCHASE NOW.

Following a custom inaugurated eleven years ago, WE announce the opening of our Eleventh annual HOLIDAY SPECIAL SALE. We intend to dispose of by December 24th a stock of Pianos, Organs and Musical Instruments valued at more than \$150,000, embracing the very finest instruments manufactured by this company, which is the largest manufacturer of Pianos and Organs in the world.

REMEMBER, we manufacture the goods we sell. EVERY INSTRUMENT IS FULLY GUARANTEED, and every business safeguard is given the CUSTOMERS WHO BUY FROM THE CABLE COMPANY.

WHAT YOU SAVE BY BUYING NOW. We always sell direct to the customer at manufacturers' prices, but THE SPECIAL HOLIDAY DISCOUNT WILL SAVE YOU FROM \$25 TO \$100. YOU CAN GET A GREATER VALUE FOR MONEY SPENT HERE THAN ANY OTHER HOUSE IN RICHMOND. Select your piano now. We will hold it and deliver it as an Xmas surprise.

OPEN A CHARGE ACCOUNT. YOUR CREDIT IS GOOD HERE.

HOLIDAY BARGAINS:

Christmas Special.

Fifty full size UPRIGHT
Pianos, new and guaran-
teed.

\$249.00.

Terms, \$2 Per Week.
You Can't Resist This.

For \$269.00

\$325 Value.

Twenty-five beautiful
UPRIGHT Pianos; good
make, fully warranted.

Terms, \$1.25 Per Week.
See Them.

\$239.00

Christmas Special.

We offer fifteen UP-
RIGHT Pianos, elegant
instruments of national
reputation.

Terms, \$1.50 Per Week.

For \$289.00

Don't Miss.

For this price you can
have your selection from
one lot of twenty large
size Standard UPRIGHT
Pianos—best make.

Terms, \$2.00 Per Week.

\$600 Value

For \$425.00

We have in stock at this
time seven elegant CON-
OVER Pianos, rented a
while, but practi-
cally new. These fine
Pianos are included in
this sale.

Don't Overlook Them.

24 Used Upright Pianos

received in exchange, to be sold
for what they will bring.

Regular Price \$250 to \$600.

Selling Price \$150 up.

Gold-Moulded

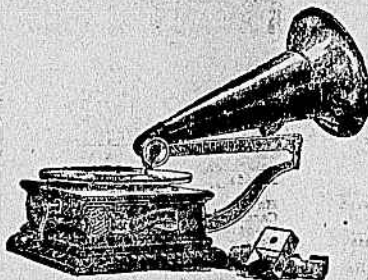
Phonograph Records,

25c Each.

10,000 new ones.

Why pay more?

Talking Machine Department.



Columbia Phonographs and Graphophones, Cylinder and
Disc Records, \$8.50 to \$65. Charged if you wish it.

26 Square Pianos

will be sacrificed. We need the
room they occupy.

\$10.00 to \$100.00

will give you your choice.
Terms, \$2.00 Per Month.

Gold-Moulded

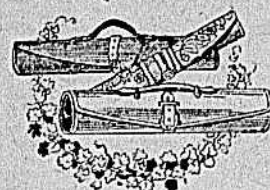
Phonograph Records,

25c Each.

10,000 new ones.

Why pay more?

The Sheet Music
Department.



An appropriate Xmas pre-
sent—a roll of the Latest Music
in a neat leather case.
We have them.

OUR STOCK OF

SHEET MUSIC

IS THE LARGEST IN THE CITY.

All the latest popular hits.

Catalogue of 10c Music.

IT'S FREE.

By Mail

THE CABLE COMPANY

J. G. CORLEY, Manager.

Richmond, Va.

MAKE YOUR SELECTION NOW.
It will be held for you and delivered as
a Christmas surprise.

FOR THE FARMER.

Pasture for Hogs.

The utilization of clover, alfalfa, rape, reduced the cost of producing pork in the middle States. Whenever pen feeding has been compared with pasture feeding at the stations, the results have always favored pasture feeding. At the Utah station hogs on grain and pasture gained 1.5 pounds per day; those on grain, 9 pounds. At the Canada Experiment Farm pigs pastured on rape made a gain of 1.5 pounds per day; those on grain, 9 pounds. At the Wisconsin station grain and rape produced pork at the rate of 3.9 and 4.3 pounds of gain respectively for each pound of gain. When similar pigs were pastured on clover and fed grain the gains were 4.3 and 5.4 pounds of gain for each pound of gain. At the Kansas station one acre of alfalfa yielded \$21 in value of pork produced. It is safe to say that pasturing hogs on any leguminous crop like clover, alfalfa, cow peas or soy beans will result in a very great saving in the amount of grain required.

ONIONS MONEY CROP.

Rich Feeders on Soil and Require
Plenty of Fertilizer.

(Associated Farm Press.)

As a money crop for the farmer none pays better or is easier to raise than onions. Any well drained soil will give good results if heavily manured and put in the condition. As the onion is a hungry feeder, the soil cannot be made too rich. Heavy applications of stable manure (well rotted) should be worked into the land before the sets are put out, after

which the soil should be thoroughly pre-
pared and gotten free of grass to as great
an extent as possible.

Where onions are raised with a view to shipping them to market in the green state, the sets should be put out in September, not later than October, particularly in the South. Six bushels of sets will plant an acre. Where they are to be worked entirely by hand they can be planted in rows about from fourteen to sixteen inches apart, and from four to five inches apart in the hill, but where they are to be worked with a horse cultivator the rows should not be less than from thirty to thirty-six inches apart. The cultivator with very narrow hoses, which is now in general use as a garden implement, fills the hill exactly. It can be narrowed or widened at will, and with a well broken, steady walking horse or mule, the cultivator can be run near enough to the young onions to give them a thorough working, thus saving much hoeing when the sets commence to grow in the late winter.

A good top dressing of some animal-
manured guano will force them right along,
and by early spring they will be ready to
hunch and ship to market, where they
will sell from twenty to fifty cents per
dozen bunches. Five onions generally
make a bunch.

When onions are to be raised for ship-
ment in a dry state they should be set
out about the first of March in rich, well
prepared land, at about the same distance
in rows and hills as for onions to be
shipped in the green state. Frequent
workings will keep the weeds and grass
in check during the spring and early sum-
mer, and by July the onions should be
sufficiently matured to allow of their being
gathered and put away in some cool,
dry place, where they can be spread

about to prevent rotting. Six bushels of
sets will plant an acre, and a yield of
from three to four hundred bushels is
about the average on good land, at prices
ranging from eighty cents to \$1 per
bushel.

POINTS IN GOOD BUTTER.

How to Get the Best Prices for
the Dairy Product.

(Miss Belle Miller, Ontario.)
Good butter should be composed of the
following points:

Flavor.....25 points.
Color.....15 points.
Salt.....10 points.
Packaging.....10 points.

You will notice that flavor gets forty-
five points being nearly half the total
points. We want our butter to have a
sweet flavor; that makes us want to eat
butter, and bread instead of bread and
butter.

Perfect grain gets twenty-five points.
It should have a waxy softness, yet not
salty or greasy. It must be solid in
body and have no excess of casein or
water.

The color should be uniform and bright,
not too pale, yet not too highly colored;
while the salt should be evenly distrib-
uted and thoroughly dissolved. The pack-
aging should be neat and clean, using a
good grade of paper for wrapping. As I
said before, we should cater to the trade.
If we are making for a certain market,
make what that market demands. If
making for special customers endeavor
to suit their tastes in every particular.

This is important, for while one customer

likes a full flavored butter, another
likes a mild one. One likes the butter
pale, another highly colored; one likes
very little salt, another quite a quantity.
It is by catering to these likes and dis-
likes that our butter will be in demand,
and we shall receive a good price for it.

FORTY-TWO YEARS OLD.

Left in a Spring of Cold Water

and Forgotten.

A stone jar of butter that had been
buried for forty-two years was found
last summer on a farm in Hart county,
in northeastern Nebraska.

Forty-two years ago a family by the
name of Deaters lived on the place, and
one day in summer this jar was packed
and placed in the spring. A few days
later, when one of the family went to
get the butter it was gone, and no search
was made for it. The Deaters moved
the neighborhood, and the supposition was
that it had been picked by some of them.

The Deaters died and the farm changed
hands several times. Two weeks ago a
man was put to work excavating for an
outbuilding close to the spring. At a con-
siderable depth he encountered a stone
jar.

On being exposed to the air the jar
crumbled to pieces and a four pound
package of butter fell out. It was mouldy
on the outside, but yellow and sweet in-
side.

The butter was taken to town, and

neighborhood tradition soon established
it was the self-same roll put in the
spring-house forty-two years ago. A
member of the Deater family recalled
the circumstance fully.

On investigation of the spot disclosed
the fact that the bottom of the old spring
was in quicksand, and it is supposed that
the weight of the jar and its contents
caused it to drop to a firmer bottom,
where it was kept intact all these years.

VALUE OF FERTILIZERS.

Depends Upon Element of Plant

Food Which It Contains.

The real and relative value of one ton
each of several fertilizers is given by the
Illinois College of Agriculture.

A ton of fresh farm manure contains
ten pounds of nitrogen, two pounds of
phosphorus and ten pounds of potas-
sium, with a total value of \$24.

Of dried blood, 28 pounds of nitrogen,
worth \$12.
Of sodium nitrate, 510 pounds of nitro-
gen, worth \$16.25.

Of ammonium sulphate, 400 pounds of
nitrogen, worth \$16.25.
Of raw bone meal, eighty pounds of
nitrogen and 180 pounds of phosphorus,
worth in all \$33.50.

Of steamed bone meal, twenty pounds
of nitrogen and 250 pounds of phospho-
rus, worth \$25.
Of acidulated bone meal, forty pounds
of nitrogen and 100 pounds of phosphorus,
worth \$22.50.

Of slag phosphate, 160 pounds of phos-
phorus, worth \$19.25.
Of rock phosphate, 250 pounds of phos-
phorus, worth \$30.

Of potassium chloride (muriate of pot-
ash), 90 pounds of potassium, worth \$48.
Of kainit, 250 pounds of potassium,
worth \$12.

Of wood ashes (unbleached), ten pounds
of phosphorus and 100 pounds of potas-
sium, worth \$7.25.

Breaking Cows of Self-Sucking.

Here is a sure and simple way to keep
a cow from sucking herself. Get a hol-
low perforated bit, put it in her mouth
with strap of proper length to pass from
one end of the bit behind the horns or
pole in front of the ears and fasten the
other end of the bit. If the bit can-
not be procured, a piece of No. 11 smooth
wire loosely twisted, wire doubled will
answer. The theory is this: The wind
passing through the bit or wire keeps the
cow from drawing any milk. She can
eat and drink all right. Do not have the
strap too tight, or the cow's mouth will
get sore, especially if wire is used.

J. C. DENISON.

Beaver county, Okla.

Powder for Woodchucks.

If the woodchucks destroy your grain,
as in our sections you can find out of
existence all those that the boy and
the dog cannot get.

Take a quart of blasting powder in
every five hole you can find, using one-
quarter of a pound of powder and about
a bag of lime, one end of the latter and
all the former being tied in a small paper
bag and placed as far down the hole
as you can reach. Toss the mouth of
the hole with a stick, and the powder
will go in. Everything in the woodchuck,
skunk or rabbit hole will be dead and
buried.

Vegetable Pests.

Onion Fly.—This insect is very much
like the common house fly. It lays its
eggs on the onion bulbs. Remedies: Re-
move all affected onions, easily known
by their yellowish, sticky appearance.
These will have worms in them and
should be destroyed. Sprinkle kerosene
emulsion near the onions. Change the
onion bed each year.

The Squash Bug.—This insect is flat,
rusty black in color, with yellow belly.
It is one-half inch long and emits an
offensive odor. It winters in the adult
form underneath leaves, boards, etc., and
lays its eggs on the under side of leaves
in June. The young ones are hatched
out in a short time. Remedies: Hand-
pick in the morning and evening when
they are less active. Kerosene emulsion,
diluted with twelve parts water, sprinkled
on and about plants. Shingles or
small boards put about plants serve as
hiding places for these insects, and then
they can easily be killed.

Many of our injurious insects have been
imported and are more injurious with
us than in their native places. This is
explained by their having fewer enemies
to prey upon them, such as parasitic
insects, birds, and also, that there are
with us wider areas for their feeding
grounds.

Pea Weevil.—The eggs are laid on the
peas as soon as they are formed and the
larva set. The larva as soon as hatched
borrows into the pod, reaches the peas
and works into them, eating much of the
substance, but leaving the germ un-
touched. The pupa is in the pea, where
it can readily be seen. The damage
causing in the spring as a small beetle
about one-fifth of an inch in length. It
is of a dark color, head bent under
body, which is oval in shape. It has
short antennae, and the wings are shorter
than the body. Sometimes the larva
appears in autumn and passes the win-
ter in some sheltered place. Remedies:
Sow uninfected peas. Seed containing

Get Ready for the Holidays

You are certainly expecting the prodigal home or
some friends from a distance? Then fix up your house
comfortably to receive them. Are all your stoves giv-
ing satisfaction? We can give you any style in Cook
Stoves, Wood Stoves, Gas Stoves, Oil Stoves, Latrobes
and Hot-Air Furnaces.

J. W. ANDERSON,

Headquarters for Heating Apparatus, 710 E. Main Street.

Saccharine.

The Great Milk-Producing

Dairy Food.

If you want your cows to

give you more milk feed them

with

Saccharine.

We are agents for it. We

keep all other kinds of milk

feeds. If you have not fed

Saccharine to your cows you

should give it a trial.

Phone or come to see us

about it.

RUFFIN,

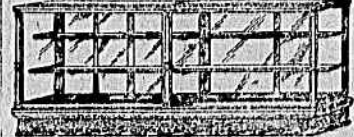
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Phone 2332. Chestnut Hill.

RICHMOND WOOD
WORKING COMPANY,

14 North Seventh,

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Show Cases

In all sizes and styles.

OFFICE FURNITURE

AND FIXTURES.

Now fitting up the Merchants

National Bank and

National Bank of Virginia.

ALL
KINDS
DESKS

Largest Stock. Lowest Prices.

A Catalogue at your request.

SOUTHERN STAMP AND STATIONERY CO.

Twelve-124 Main St., Richmond, Va.

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ELEVENTH AND CLAY STREETS

OPEN DAILY FROM 10 A. M. TO 5 P. M.

FREE ON SATURDAYS

The Value of a Signet Ring

is very much enhanced by the character of the engraving.
If the work is done by unskilled people it is dollars to
doughnuts that the article is ruined.

We employ only the most skilled workmen—artists they
really are. Under their clever manipulations the Signet
Rings, Scarf Pins, Lockets, Cuff Buttons, etc., become a
thing of artistic beauty. There is an added charm that gives
them individuality.

As to prices—we start Solid Gold Signet Rings at \$1.50

Signet goods make handsome presents. We have increased our
line of holiday goods this season by the addition of many exclusive
articles that you'll find nowhere else in town. Our prices are, as
you know, the least that sound merchandising will justify.

J. J. Allen & Company.

Jewellers, 14th and Main Streets.